

## Vendor's RFQ Offer

It is REQUIRED that Request for Qualifications Offeror COMPLETE, SIGN and SUBMIT the original of this form to the City Procurement Office with the RFQ response offer. An unsigned "Vendor's RFQ Offer", late response and/or a materially incomplete response will be considered non-responsive and rejected.

RFQ offeror is to type or legibly write in ink all information required below.

RFQ Offeror's Company Name	<u>DeBellis Construction, LLC</u>		
Company Mailing Address	<u>639 W. 2<sup>nd</sup> Ave. Mesa 85210</u>		
Company Street Address	<u>Same</u>		
RFQ Offeror Contact	<u>Terry Sharp</u>	Title	<u>owner</u>
Contact's Phone No.	<u>602.721.5906</u>	E-mail Address	<u>tsharp@debellisconstruction.com</u>
<u>RFQ Offeror's Company Tax Information:</u>			
Arizona Transaction Privilege (Sales) Tax No.	<u>20142109-X</u>	or	
Arizona Use Tax No.	_____		
Federal I.D. No.	<u>205457885</u>		
City & State Where Sales Tax is Paid	<u>Mesa</u>	<u>AZ</u>	

### THIS REQUEST FOR QUALIFICATIONS IS OFFERED BY

Authorized RFQ Offeror (Type or Print in ink) E. Terry Sharp  
RFQ Offeror's Title (Type of Print in ink) owner  
Date 10-15-07

### REQUIRED SIGNATURE OF AUTHORIZED RFQ OFFEROR (Must Sign in Ink)

By signing this RFQ Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other offeror or potential offeror. Failure to sign and return this form with RFQ offer will result in a non-responsive RFQ.

E. Terry Sharp  
Signature of Authorized RFQ Offeror

10/15/07  
Date

## RFQ Questionnaire

Listed below are questions that will be used in the evaluation process. Please answer the questions in detail and in an orderly fashion.

1. Provide a summary of your firm's experience and expertise. See attached.
2. List the trades your firm wants to appear on the qualified list.  
All General construction.
3. Identify the key individuals you would assign to the City of Tempe and briefly describe their qualifications and experience. See attached.
4. Provide copies of current, valid, State of Arizona Contractors licenses to each trade you are requesting to be on the qualified list.
5. List three references with contact name and phone number for each type of work completed in the past two (2) years.

Company	Contact Name	Phone Number
<u>City of Mesa</u>	<u>Tim Johnson</u>	<u>480-644-2769</u>
<u>Beazer Homes</u>	<u>Rod Beach</u>	<u>480-921-4600</u>
<u>Meritage Homes</u>	<u>Alan Hart</u>	<u>480-515-8400</u>

6. Describe the services you will sub-contract.

Electrical

HVAC

\_\_\_\_\_

\_\_\_\_\_

7. Provide evidence of financial stability.
8. Indicate if your firm performs rehabilitation on mobile homes?

X Yes      \_\_\_\_\_ No

# **DeBellis Construction**

## **Summary of Firm's Experience & Expertise**

DeBellis Construction was founded in 1998 specializing in the fire and water restoration markets. During the early years of the company the primary source of revenue was from insurance companies.

Over the past five years the company has expanded into doing customer service work for local home builders, as well as, restoration and remodel work. The primary marketing has historically been through word of mouth and strong customer referral due to the quality of work performed.

In 2005 DeBellis became an approved contractor for the City of Mesa rehabilitation division. Since that time DeBellis has completed many rehabilitation projects for Mesa. Additionally, DeBellis has done reconstruction work for Arizona State University and is an approved contractor for the City of Chandler, Scottsdale and Sun City.

DeBellis Construction is a general contractor that manages all aspects of construction, doing most of the work in house with their own employees as opposed to utilizing sub-contractor's. The few trades that are subbed out would be specialty contractor's such as Plumbing and HVAC. When the need arises to utilize specialty contractor's, DeBellis has a strong list of partners that work closely with us to provide for smooth project completion. DeBellis always assigns a superintendent to manage all aspects of construction and generally that superintendent is on the job every day.

DeBellis is owned by Doug Topham, Ken Staker and Terry Sharp. Between the three they have over 50 years of experience managing successful businesses. Additionally, DeBellis has a general superintendent, Lee Oram, who has over ten years experience building homes for Jackson Properties, Trend Homes and Capital Pacific homes. Lee is supported by Anthony Burke (Superintendent) with seven years of experience in framing and superintending and James Bullingham (Superintendent) is a licensed electrician with over 10 years of experience working as a trade contractor. DeBellis' crew foreman average more than 12 years experience in construction with the laborers averaging over 5 years of field experience.

# **DeBellis Construction**

## **Key Personnel Assigned to City of Tempe**

### **Terry Sharp – Owner**

Terry has over ten years experience in Roofing, Framing, Drywall, Painting, Stucco and Insulation.

### **Lee Oram - General Superintendent**

Lee has over ten years as a Framing and Building Superintendent for Jackson Properties, Trend Homes and Capital Pacific Homes.

### **Anthony Burke - Superintendent**

Anthony has more than five years as a Framing and Superintendent for Providence Homes.

# STATE OF ARIZONA

*Office of the*

*Registrar of Contractors*

License No. ROC226871

*This is to Certify That*

DE BELLIS CONSTRUCTION L L C

*having been shown to possess all the necessary qualifications, and having complied with all the requirements of the law,  
is by order of the Registrar of Contractors duly licensed and admitted to engage in and pursue the business of*

KB-01

DUAL BUILDING CONTRACTOR

Contractor in the State of Arizona. Given under my hand and the seal of the Registrar of Contractors  
in my office, City of Phoenix, this 12TH day of NOVEMBER, 2006.



*Fidelis V. Garcia*

ACTING DIRECTOR

3:30 PM  
10/15/07  
Accrual Basis

# DeBellis Construction LLC

## Profit & Loss

### January through September 2007

	Jan - Sep 07
Ordinary Income/Expense	
Income	
4000 · Revenue	
4100 · Insurance	
4105 · Management Fees	8,637.25
4100 · Insurance - Other	352,614.72
Total 4100 · Insurance	361,251.97
4200 · Remodel	276,256.15
4300 · Private	111,007.78
4400 · Home Builders	33,418.54
4500 · Emergency Services	38,030.75
4000 · Revenue - Other	10,591.67
Total 4000 · Revenue	830,556.86
4999 · Uncategorized Income	14,392.86
Total Income	844,949.72
Cost of Goods Sold	
5000 · Direct Costs	
5100 · Job Materials	55,708.38
5200 · Field Labor	89,201.34
5300 · Subcontractor - Ins/Pvt	109,042.29
5400 · Subcontractor - Remodel	97,443.02
5500 · Outside Services	35,235.86
5600 · Equipment Rental	1,199.80
Total 5000 · Direct Costs	387,830.69
6000 · Indirect Costs	
6005 · Indirect Labor	70,292.75
6010 · Fuel	17,144.80
Total 6000 · Indirect Costs	87,437.55
Total COGS	475,268.24
Gross Profit	369,681.48
Expense	
4001 · Reconciliation Discrepancies	0.02
6030 · Marketing	4,207.83
6050 · Discount	932.86
6110 · Automobile Expense	13,488.84
6120 · Bank/Finance Charges	286.94
6130 · Cash Discounts	3,906.00
6180 · Insurance	
6182 · Auto Insurance	8,112.26
6185 · General Liability	17,242.26
6190 · Workman's Comp	5,911.81
6195 · Health Insurance	9,517.50
6180 · Insurance - Other	2,299.49
Total 6180 · Insurance	43,083.32
6230 · Licenses and Permits	3,261.95
6235 · Dues and Subscriptions	2,206.00
6250 · Postage and Delivery	645.58
6260 · Printing and Reproduction	392.64
6265 · Office Supplies	1,656.32
6270 · Professional Fees	
6275 · Consulting	37,500.00
6280 · Legal Fees	180.00
6285 · Accounting	595.00
6270 · Professional Fees - Other	295.00
Total 6270 · Professional Fees	38,570.00
6290 · Rent	6,104.32
6370 · Meals and Entertainment	767.37

3:30 PM  
10/15/07  
Accrual Basis

**DeBellis Construction LLC**  
**Profit & Loss**  
January through September 2007

	Jan - Sep 07
6400 · Utilities	
6405 · Gas and Electric	1,083.23
6415 · Telecommunications	17,264.38
6420 · Security	263.43
Total 6400 · Utilities	18,611.04
6550 · Payroll Expenses	
6560 · Processing Fees	835.48
6570 · Auto Allowance	1,400.00
6590 · Payroll Deductions	-3,109.00
6600 · Management and Office Staff	48,197.65
6550 · Payroll Expenses - Other	93,311.51
Total 6550 · Payroll Expenses	140,635.64
6820 · Taxes	
6860 · State	2,856.88
6820 · Taxes - Other	2,140.33
Total 6820 · Taxes	4,997.21
6900 · Computer Equipment & Software	4,868.54
6910 · Tools and Machinery	3,523.94
6990 · Miscellaneous	39.36
Total Expense	292,185.72
Net Ordinary Income	77,495.76
Net Income	77,495.76

3:31 PM  
10/15/07  
Accrual Basis

**DeBellis Construction LLC**  
**Balance Sheet**  
As of October 15, 2007

	<u>Oct 15, 07</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
1000 · Western National Bank	85,758.01
1010 · Petty Cash	<u>1,600.00</u>
Total Checking/Savings	87,358.01
Accounts Receivable	
1200 · Accounts Receivable	<u>172,897.85</u>
Total Accounts Receivable	172,897.85
Other Current Assets	
1498 · Complete Payroll Payment	1,298.89
1499 · Undeposited Funds	<u>3,150.38</u>
Total Other Current Assets	<u>4,449.27</u>
Total Current Assets	264,705.13
<b>Fixed Assets</b>	
1500 · Computer	624.95
1600 · Vehicles	71,121.09
1700 · Equipment	79,000.00
1800 · Good Will	<u>156,490.00</u>
Total Fixed Assets	<u>307,236.04</u>
<b>TOTAL ASSETS</b>	<u><u>571,941.17</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	
2000 · Accounts Payable	<u>81,201.92</u>
Total Accounts Payable	81,201.92
Credit Cards	
2101 · Chase	<u>-128.38</u>
Total Credit Cards	-128.38
Other Current Liabilities	
2100 · Payroll Liabilities	-438.42
2200 · Sales Tax Payable	<u>9,658.67</u>
Total Other Current Liabilities	<u>9,220.25</u>
Total Current Liabilities	90,293.79
Long Term Liabilities	
2300 · Loan - Capstone	<u>388,226.77</u>
Total Long Term Liabilities	<u>388,226.77</u>
Total Liabilities	478,520.56
<b>Equity</b>	
1110 · Retained Earnings	1,685.26
Net Income	<u>91,735.35</u>
Total Equity	<u>93,420.61</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>571,941.17</u></u>



# Request for Taxpayer Identification Number and Certification

Give form to the  
requester. Do not  
send to the IRS.

Print or type  
See Specific instructions on page 2.

Name **De Bellis Construction, LLC**

Business name, if different from above

Check appropriate box: ☐ Individual/  
Sole proprietor ☐ Corporation ☐ Partnership ☒ Other **LLC** ☐ Exempt from backup  
withholding

Address (number, street, and apt. or suite no.) **639 W. 2nd Ave. Mes**

City, state, and ZIP code **Mesa AZ 85210**

List account number(s) here (optional)

Requester's name and address (optional)

## Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see How to get a TIN on page 3.

Social security number  
| | | | | | | |

or

Employer identification number  
**20-5457885**

**Note:** If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

## Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
- I am a U.S. person (including a U.S. resident alien).

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. (See the instructions on page 4.)

Sign  
Here

Signature of  
U.S. person

*[Signature]*

Date

**10/15/07**

## Purpose of Form

A person who is required to file an information return with the IRS, must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

**U.S. person.** Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued).
  - Certify that you are not subject to backup withholding.
- or
- Claim exemption from backup withholding if you are a U.S. exempt payee.

**Note:** If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

**Foreign person.** If you are a foreign person, use the appropriate Form W-8 (see Pub. 515, Withholding of Tax on Nonresident Aliens and Foreign Entities).

## Nonresident alien who becomes a resident alien.

Generally, only a nonresident alien individual may use the terms of a tax treaty to reduce or eliminate U.S. tax on certain types of income. However, most tax treaties contain a provision known as a "saving clause." Exceptions specified in the saving clause may permit an exemption from tax to continue for certain types of income even after the recipient has otherwise become a U.S. resident alien for tax purposes.

If you are a U.S. resident alien who is relying on an exception contained in the saving clause of a tax treaty to claim an exemption from U.S. tax on certain types of income you must attach a statement that specifies the following five items:

- The treaty country. Generally, this must be the same treaty under which you claimed exemption from tax as a nonresident alien.
- The treaty article addressing the income.
- The article number (or location) in the tax treaty that contains the saving clause and its exceptions.
- The type and amount of income that qualifies for the exemption from tax.
- Sufficient facts to justify the exemption from tax under the terms of the treaty article.